



## Adobe Investor Relations Data Sheet

Last Updated: March 22, 2022

	Description	Q1FY20	Q2FY20	Q3FY20	Q4FY20	FY2020	Q1FY21	Q2FY21	Q3FY21	Q4FY21	FY2021	Q1FY22
Revenue (\$Millions)	Total Revenue	3,091	3,128	3,225	3,424	12,868	3,905	3,835	3,935	4,110	15,785	4,262
Revenue by Segment (\$Millions)	Digital Media	2,169	2,232	2,337	2,495	9,233	2,859	2,787	2,865	3,009	11,520	3,110
	Digital Experience	753	774	779	819	3,125	934	938	985	1,010	3,867	1,057
	Publishing and Advertising	169	122	109	110	510	112	110	85	91	398	95
Revenue by Segment (as % of total revenue)	Digital Media	70%	71%	72%	73%	72%	73%	73%	73%	73%	73%	73%
	Digital Experience	24%	25%	24%	24%	24%	24%	24%	25%	25%	24%	25%
	Publishing and Advertising	6%	4%	4%	3%	4%	3%	3%	2%	2%	3%	2%
Supplementary Segment Data (\$Millions)	Digital Media											
	Creative Revenue	1,818	1,872	1,962	2,084	7,736	2,379	2,318	2,372	2,477	9,546	2,548
	Creative ARR <sup>1,2</sup> - Updated for December 2019 Currency Rates	7,582	7,934	8,294	8,719	-	-	-	-	-	-	-
	Creative ARR <sup>1,2</sup> - Updated for December 2020 Currency Rates	-	-	-	8,784	-	9,121	9,526	9,874	10,304	-	-
	Creative ARR <sup>1,2</sup> - Updated for December 2021 Currency Rates	-	-	-	-	-	-	-	-	10,224	-	10,539
	Creative ARR <sup>1,2,4</sup> - Updated for December 2021 Currency Rates and Russia-Ukraine war	-	-	-	-	-	-	-	-	-	-	10,459
	Document Cloud Revenue	351	360	375	411	1,497	480	469	493	532	1,974	562
	Document Cloud ARR <sup>2,3</sup> - Updated for December 2019 Currency Rates	1,150	1,241	1,339	1,462	-	-	-	-	-	-	-
	Document Cloud ARR <sup>2,3</sup> - Updated for December 2020 Currency Rates	-	-	-	1,474	-	1,572	1,685	1,792	1,933	-	-
	Document Cloud ARR <sup>2,3</sup> - Updated for December 2021 Currency Rates	-	-	-	-	-	-	-	-	1,927	-	2,030
	Document Cloud ARR <sup>2,3,4</sup> - Updated for December 2021 Currency Rates and Russia-Ukraine War	-	-	-	-	-	-	-	-	-	-	2,023
	Total Digital Media ARR <sup>2</sup> - Updated for December 2019 Currency Rates	8,732	9,175	9,633	10,181	-	-	-	-	-	-	-
	Total Digital Media ARR <sup>2</sup> - Updated for December 2020 Currency Rates	-	-	-	10,258	-	10,693	11,211	11,666	12,237	-	-
	Total Digital Media ARR <sup>2</sup> - Updated for December 2021 Currency Rates	-	-	-	-	-	-	-	-	12,151	-	12,569
	Total Digital Media ARR <sup>2,4</sup> - Updated for December 2021 Currency Rates and Russia-Ukraine war	-	-	-	-	-	-	-	-	-	-	12,482
<sup>1</sup> Creative Annualized Recurring Revenue ("ARR") = Annual Value of Creative Cloud Subscriptions and Services + Annual Value of Creative ETLA Contracts												
<sup>2</sup> ARR is forecasted annually at December currency rates, and currency rates are held constant through that fiscal year for measurement purposes; end-of-year actual ARR balances are revalued at new December rates for the next fiscal year												
<sup>3</sup> Document Cloud Annualized Recurring Revenue ("ARR") = Annual Value of Document Cloud Subscriptions and Services + Annual Value of Document Cloud ETLA Contracts												
<sup>4</sup> As a result of the 2022 Russia-Ukraine war, subsequent to Q1 FY2022, ARR balances were reduced by amounts representing the entirety of Adobe's ARR in Russia, Belarus and Ukraine												
	Digital Experience											
	Digital Experience Subscription Revenue <sup>5</sup>	639	656	669	696	2,660	812	817	864	886	3,379	932
	<sup>5</sup> Primarily includes revenue from SaaS, managed service and term offerings for our Digital Experience products and services											
Revenue by Geography (\$Millions)	Americas	1,797	1,811	1,873	1,973	7,454	2,224	2,185	2,242	2,345	8,996	2,446
	EMEA	817	825	851	907	3,400	1,052	1,026	1,061	1,113	4,252	1,136
	Asia	477	492	501	544	2,014	629	624	632	652	2,537	680
Revenue by Geography (as % of total revenue)	Americas	58%	58%	58%	58%	58%	57%	57%	57%	57%	57%	57%
	EMEA	27%	26%	26%	26%	26%	27%	27%	27%	27%	27%	27%
	Asia	15%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%
Supplementary Cost of Revenue Data (\$Millions)	Digital Media	87	84	87	94	352	98	99	106	126	429	134
	Digital Experience	277	275	285	289	1,126	319	319	334	349	1,321	352
	Publishing and Advertising	88	56	55	45	244	30	26	27	32	115	26
	Total	452	415	427	428	1,722	447	444	467	507	1,865	512
Stock-Based and Deferred Compensation Expenses (\$Millions)	Direct Costs	15	17	14	15	61	17	17	22	16	72	20
	Research & Development	109	116	128	123	476	137	137	142	140	556	156
	Sales & Marketing	64	65	68	68	265	75	76	83	79	313	90
	General & Administrative	26	29	34	33	122	57	39	40	30	166	46
	Total	214	227	244	239	924	286	269	287	265	1,107	312
Other Data	Worldwide Employees	22,381	22,955	22,656	22,516	-	23,589	24,710	25,091	25,988	-	26,527
	Days Sales Outstanding - Trade Receivables	41	40	37	37	-	38	35	36	42	-	36
	Diluted Shares Outstanding (Millions)	488	485	485	484	485	483	481	481	480	481	475

Adobe provides this information as of the modification date above and makes no commitment to update the information subsequently.  
For a full explanation of this data, you are encouraged to review Adobe's Form 10-K and 10-Q SEC filings.



## Adobe Investor Relations Data Sheet

Income Statement - Reconciliation of GAAP to Non-GAAP

Last Updated: March 22, 2022

	Description	Q1FY20	Q2FY20	Q3FY20	Q4FY20	FY2020	Q1FY21	Q2FY21	Q3FY21	Q4FY21	FY2021	Q1FY22
GAAP (\$Millions, except EPS)	Revenue	3,091	3,128	3,225	3,424	12,868	3,905	3,835	3,935	4,110	15,785	4,262
	Cost of revenue	452	415	427	428	1,722	447	444	467	507	1,865	512
	Gross profit	2,639	2,713	2,798	2,996	11,146	3,458	3,391	3,468	3,603	13,920	3,750
	Operating expenses	1,702	1,697	1,729	1,781	6,909	2,004	1,985	2,027	2,102	8,118	2,170
	Operating income	937	1,016	1,069	1,215	4,237	1,454	1,406	1,441	1,501	5,802	1,580
	Non-operating income (expense)	(18)	(16)	(9)	(18)	(61)	(21)	(20)	(23)	(33)	(97)	(37)
	Income before income taxes	919	1,000	1,060	1,197	4,176	1,433	1,386	1,418	1,468	5,705	1,543
	Provision for (benefit from) income taxes	(36)	(100)	105	(1,053)	(1,084)	172	270	206	235	883	277
	Net income	955	1,100	955	2,250	5,260	1,261	1,116	1,212	1,233	4,822	1,266
	Diluted earnings per share	\$ 1.96	\$ 2.27	\$ 1.97	\$ 4.64	\$ 10.83	\$ 2.61	\$ 2.32	\$ 2.52	\$ 2.57	\$ 10.02	\$ 2.66
Adjustments to Reconcile to Non-GAAP (\$Millions)	Cost of revenue											
	Stock-based and deferred compensation	(15)	(17)	(14)	(15)	(61)	(17)	(17)	(22)	(16)	(72)	(20)
	Amortization of intangibles	(52)	(52)	(49)	(45)	(198)	(44)	(43)	(40)	(51)	(178)	(59)
	Total adjustments to cost of revenue	(67)	(69)	(63)	(60)	(259)	(61)	(60)	(62)	(67)	(250)	(79)
	Operating expenses											
	Stock-based and deferred compensation	(199)	(210)	(230)	(224)	(863)	(269)	(252)	(265)	(249)	(1,035)	(292)
	Amortization of intangibles	(42)	(40)	(41)	(39)	(162)	(45)	(44)	(43)	(40)	(172)	(42)
	Total adjustments to operating expenses	(241)	(250)	(271)	(263)	(1,025)	(314)	(296)	(308)	(289)	(1,207)	(334)
	Investment losses (gains), net	3	-	(10)	(6)	(13)	(5)	(8)	(7)	4	(16)	9
	Provision for (benefit from) income taxes	159	232	33	1,204	1,628	116	8	79	57	260	86
Non-GAAP (\$Millions, except EPS)	Revenue	3,091	3,128	3,225	3,424	12,868	3,905	3,835	3,935	4,110	15,785	4,262
	Cost of revenue	385	346	364	368	1,463	386	384	405	440	1,615	433
	Gross profit	2,706	2,782	2,861	3,056	11,405	3,519	3,451	3,530	3,670	14,170	3,829
	Operating expenses	1,461	1,447	1,458	1,518	5,884	1,690	1,689	1,719	1,813	6,911	1,836
	Operating income	1,245	1,335	1,403	1,538	5,521	1,829	1,762	1,811	1,857	7,259	1,993
	Non-operating income (expense)	(15)	(16)	(19)	(24)	(74)	(26)	(28)	(30)	(29)	(113)	(28)
	Income before income taxes	1,230	1,319	1,384	1,514	5,447	1,803	1,734	1,781	1,828	7,146	1,965
	Provision for (benefit from) income taxes	123	132	138	151	544	288	278	285	292	1,143	363
	Net income	1,107	1,187	1,246	1,363	4,903	1,515	1,456	1,496	1,536	6,003	1,602
	Diluted earnings per share	\$ 2.27	\$ 2.45	\$ 2.57	\$ 2.81	\$ 10.10	\$ 3.14	\$ 3.03	\$ 3.11	\$ 3.20	\$ 12.48	\$ 3.37
Shares	Diluted shares outstanding (millions)	488	485	485	484	485	483	481	481	480	481	475
Reconciliation of Diluted Earnings Per Share (\$)	GAAP diluted earnings per share	\$ 1.96	\$ 2.27	\$ 1.97	\$ 4.64	\$ 10.83	\$ 2.61	\$ 2.32	\$ 2.52	\$ 2.57	\$ 10.02	\$ 2.66
	Stock-based and deferred compensation	0.44	0.47	0.50	0.49	1.90	0.59	0.56	0.60	0.55	2.30	0.66
	Amortization of intangibles	0.19	0.19	0.19	0.17	0.74	0.19	0.18	0.17	0.19	0.73	0.21
	Investment losses (gains), net	0.01	-	(0.02)	(0.01)	(0.03)	(0.01)	(0.02)	(0.01)	0.01	(0.03)	0.02
	Income tax adjustments	(0.33)	(0.48)	(0.07)	(2.48)	(3.34)	(0.24)	(0.01)	(0.17)	(0.12)	(0.54)	(0.18)
	Non-GAAP diluted earnings per share	\$ 2.27	\$ 2.45	\$ 2.57	\$ 2.81	\$ 10.10	\$ 3.14	\$ 3.03	\$ 3.11	\$ 3.20	\$ 12.48	\$ 3.37
Reconciliation of GAAP to Non-GAAP Operating Margin	GAAP operating margin	30.3%	32.5%	33.1%	35.5%	32.9%	37.2%	36.7%	36.6%	36.5%	36.8%	37.1%
	Stock-based and deferred compensation	6.9%	7.3%	7.6%	7.0%	7.2%	7.3%	7.0%	7.3%	6.5%	7.0%	7.3%
	Amortization of intangibles	3.1%	2.9%	2.8%	2.4%	2.8%	2.3%	2.2%	2.1%	2.2%	2.2%	2.4%
	Non-GAAP operating margin	40.3%	42.7%	43.5%	44.9%	42.9%	46.8%	45.9%	46.0%	45.2%	46.0%	46.8%

The above results are supplied to provide meaningful supplemental information regarding Adobe's core operating results because such information excludes amounts that are not necessarily related to its core operating results. Adobe uses this non-GAAP financial information in assessing the performance of the Company's ongoing operations, and for planning and forecasting in future periods. This non-GAAP information should not be considered as a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP.



# FY2022 Business Segment Classifications

Last Updated: March 22, 2022



## Adobe Creative Cloud

### Apps

#### Multi-Surface Apps



Creative Cloud Express



Photoshop



Photoshop Lightroom



Illustrator



Premiere Rush



Aero



Acrobat



Photoshop (web)



Illustrator (web)

#### Desktop Apps



Premiere Pro



After Effects



Photoshop Lightroom Classic



Animate



Audition



Character Animator



Media Encoder



XD



Dreamweaver



InDesign



InCopy



Substance 3D Painter



Substance 3D Designer



Substance 3D Sampler



Substance 3D Stager

#### Mobile Apps



Photoshop Camera



Photoshop Express



Fresco

### Cloud services

#### Content



Adobe Fonts



Adobe Stock



Adobe Portfolio

#### Community



Behance



Adobe Live



Training

#### Teams



Creative Cloud Libraries



Creative Cloud Spaces (Beta)



Creative Cloud Canvas (Beta)



Co-Edit Collaboration



Design Systems



Frame.io



## Adobe Document Cloud

### PDF web services



Convert to PDF



Word to PDF



PPT to PDF



Excel to PDF



PDF to JPG



Edit PDF



Rotate PDF Pages



Delete PDF Pages



Extract PDF Pages



Insert PDF Pages



JPG to PDF



PDF to Word



PDF to PPT



PDF to Excel



Reorder PDF Pages



Compress PDF



Merge PDFs



Split PDF



Request Signatures



Fill & Sign



Protect PDF

### Apps

#### Desktop



Acrobat Reader DC



Acrobat Pro DC



Acrobat Standard DC

#### Web



Acrobat



Adobe Sign

#### Mobile



Acrobat Reader



Adobe Sign



Adobe Scan

### Document services through APIs

#### ISVs, SIs, Enterprise & Developers



API Access to Embeddable Acrobat Viewer



API Access to PDF Services & Adobe Sign

### Document Cloud platform innovation

- Liquid Mode on mobile
- Form field detection
- Contract intelligence & data extraction
- ML authoring for Adobe Sign
- Reflowable editing with AI
- Smart find in Acrobat



## Adobe Experience Cloud

### CLOUD



## Adobe Experience Cloud

### CATEGORIES

#### Data Insights & Audiences

#### Content & Commerce

#### Customer Journeys

#### Marketing Workflow

### APPLICATIONS



Adobe Analytics



Adobe Customer Journey Analytics



Adobe Real-Time CDP



Adobe Audience Manager



Adobe Experience Manager



Adobe Commerce



Adobe Target



Adobe Campaign



Adobe Journey Optimizer



Adobe Marketo Engage



Adobe Workfront

### SERVICES

Identity

Profile

Segmentation

Ingestion

Query

AI/ML

Privacy & Governance

Destination

### PLATFORM



## Adobe Experience Platform

Data | Sensei | Content

## Publishing and Advertising

Captivate  
Captivate Prime  
ColdFusion  
Connect

Font Folio  
FrameMaker  
LiveCycle  
PostScript

RoboHelp  
Technical Communication Suite  
Type  
Adobe Primetime

Adobe Advertising

Adobe provides this information as of the modification date above and makes no commitment to update the information subsequently.

We also offer a broad range of other enterprise and digital media products and services. Information about other products not referenced here can be found on our corporate website, [www.adobe.com](http://www.adobe.com).

For a full explanation of this data, you are encouraged to review Adobe's Form 10-K and 10-Q SEC filings.